Project Summary Analysis Proforma File Name: Fischers Hardware

| | Store Size |
|----------------------------|-------------------|
| Retail/Selling Square Feet | Total Square Feet |
| 20,000 | |

| (Development Costs+Working Capital) / Retail SF \$ 105.00 | Uses of Funds/Total Development Costs (Less Branching out Discount) Net Uses of Funds/Total Development Costs Additional Working Capital | Investment Summary Sources of Funds Cash Investment \$300,000 Borrowed Funds \$1,800,000 |
|--|--|--|
| \$ 105.00 | \$2,478,000 \$0 \$2,478,000 -\$378,000 | \$300,000 \$1,800,000 |
| | | |

| Starting | |
|---------------------|--|
| Month Retail Sales: | |
| Retail S | |
| ales: | |
| | |
| 1/1/09 | |

| | Break Even | | | | Sales | Retail Sales | |
|-------------|-------------|----------------|------------|---------------|----------|--------------|------|
| | Sales | Planned Sales: | % Increase | Turns | Per Foot | Per Foot | GMRO |
| Yr 1 | \$4.812.143 | \$4,995,599 | 0% | 2.50 | \$199.82 | \$249.78 | 1,90 |
| Yr2 | \$4,363,700 | \$5,245,379 | 5% | 2.93 | \$209.82 | \$262.27 | 1.18 |
| Yr3 | \$4,488,293 | \$5,402,740 | 3% | 3.01 | \$216.11 | \$270.14 | 2,39 |
| Yr 4 | \$4,616,889 | \$5,564,822 | 3% | 3. <u>1</u> 1 | \$222.59 | \$278.24 | 2.46 |
| Yr 5 | \$4,749.010 | \$5,731,767 | 3% | 3.20 | \$229.27 | \$286.59 | 2.53 |
| Yr 6 | \$4.884.744 | \$5,903,720 | 3% | 3.29 | \$236.15 | \$295.19 | 2.61 |
| Yr 7 | \$5,025,313 | \$6,080.831 | 3% | 3.39 | \$243.23 | \$304.04 | 2.69 |
| Yr 8 | \$5,103,876 | \$6,263,256 | 3% | 3.49 | \$250.53 | \$313.16 | 2.77 |
| Yr 9 | \$5,261,755 | \$6,451,154 | 3% | 3.60 | \$258.05 | \$322.56 | 2.85 |
| Yr 10 | \$5 424 195 | \$6,644,689 | 3% | 3.71 | \$265.79 | \$332.23 | 2.94 |

| Yr10 S1.09 | ▼ Yr 9 | | Yr 7 | | Yr 5 \$458 | | Yr 3 \$238 | Yr2 \$12: | Yr 1 (\$18 | Beg E |
|-------------|-------------|-----------|-----------|-----------|------------|-----------|------------|-----------|-------------|-------------|
| \$1,094,276 | \$965,881 | \$848,739 | \$710.343 | 0,166 | 8,320 | \$344,563 | \$238,657 | \$122,627 | (\$186,600) | Beg Balance |
| \$138,147 | \$128,395 | \$117,142 | \$138,396 | \$130.177 | \$121.846 | \$113,757 | \$105,906 | \$116,030 | \$309 227 | Flow |
| \$1,232,423 | \$1,094,276 | \$965,881 | \$848.739 | \$710.343 | \$580,166 | \$458,320 | \$344,563 | \$238,657 | \$122,627 | End Balance |

Cash:

| Shareholder Equity | Equity**: | ROE (% |
|--------------------|-----------|--------|
| Yr 1 | 319.752 | 9% |
| Yr 2 | 570,791 | 61% |
| Yr3 | 840.423 | 45% |
| Yr 4 | 1.129.373 | 36% |
| Yr5 | 1,438.594 | 30% |
| Yr 6 | 1,769.092 | 26% |
| Yr 7 | 2,121,569 | 23% |
| Yr 8 | 2,516,501 | 22% |
| Yr 9 | 2,934,231 | 20% |
| Yr 10 | 3,374,241 | 18% |

| | | | | | | | | , | | |
|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|------------|
| Yr 10 | Yr 9 | Yr 8 | Yr 7 | Yr 6 | Yr 5 | Yr 4 | Yr 3 | Yr 2 | Yr 1 | Net Profit |
| \$611,124 | \$580,181 | \$548,516 | \$489,551 | \$459,026 | \$429,474 | \$401,319 | \$374.489 | \$348,665 | \$27,434 | ofit*: |
| 9.2% | 9.0% | 8.8% | 8.1% | 7.8% | 7.5% | 7.2% | 6.9% | 6.6% | 0.5% | % of Sales |

* - Net Profit Before Taxes

| High: | Avg: | Low: | |
|----------------------|--------------|--------------|------------|
| \$0 | \$5,000,000 | \$0 | |
| | | | |
| | | | |
| | | | |
| Part Time (20hr) | Full Time | Manager(s) | Employees: |
| (Part Time (20hr) 20 | Full Time 13 | Manager(s) 1 | Employees: |

Est, Total Sales:

| | | | | | | | | | | Gross Margin Do | | Ratios |
|--------------------|------------------|-----------------------------|---------------|-----------------------------|--------------------------|------------------------|-------------------------|-----------------------|---------------------|--|----------------------|-------------|
| EBITDA EBITDA | Return On Assets | Debt Service Coverage Ratio | Current Ratio | Net Operating Profit (Loss) | Total Operating Expenses | lotal General Expenses | total Advertising Costs | l otal Occupancy Cost | Total Payroll Costs | Gross Margin Dollars with Branching Out Discount | Gross Margin Dollars | |
| -85,675 173,629 | 0.6% | 0.71 | 3.40 | 0.5% | 41.6% | 7.0% | 2.5% | 11.3% | 20.9% | 43.2% | 43.2% | <u> </u> |
| 244,407 486,009 | 7.0% | 1.98 | 3.40 | 6.6% | 36.8% | 3.8% | 1.2% | 11.0% | 20.8% | 44.2% | 44.2% | <u>Yr.2</u> |
| 279 674 502 389 | 7.3% | 2.05 | 3.53 | 6.9% | 36.7% | 3.7% | 1.2% | 11.0% | 20.8% | 44.2% | 44.2% | Yr 3 |
| 316,580 519,144 | 7.5% | 2.12 | 3.66 | 7.2% | 36.7% | 3.7% | 1.2% | 11.0% | 20.8% | 44.2% | 44.2% | Yr 4 |
| 355,485 536 548 | 7.7% | 2.19 | 3.80 | 7.5% | 36.6% | 3.7% | 1.2% | 10.9% | 20.8% | 44.2% | 44.2% | <u>Yr 5</u> |
| 396,508 554,629 | 8.0% | 2.26 | 3.93 | 7.8% | 36.6% | 3.7% | 1.2% | 10.9% | 20.8% | 44.2% | 44.2% | <u>Yr 6</u> |
| 439,272 572,916 | 8.2% | 2.34 | 4.06 | 8.1% | 36.5% | 3.7% | 1.2% | 10.9% | 20.8% | 44.2% | 44.2% | <u>Yr 7</u> |
| 511 296 589,737 | 8.8% | 2.40 | 4.12 | 8.8% | 36.0% | 3.2% | 1.2% | 10.9% | 20.8% | 44.2% | 44.2% | Yr 8 |
| 556,894 611 469 | 8.9% | 2.49 | 4.20 | 9.0% | 36.1% | 3.2% | 1.2% | 10.8% | 20.8% | 44.2% | 44.2% | 6.17 |
| 602.703 631.545 | 8.9% | 2.57 | 4.27 | 9.2% | 36.1% | 3.3% | 1.2% | 10.8% | 20.8% | 44.2% | 44.2% | Yr 10 |



Store Size

| Total Square Feet 25,000 Retail/Selling Square Feet 20,000 Intrinstituent Summerx Sources of Funds Cash investment \$450,000 Borrowed Funds \$1,850,000 Uses Semothing out Development Costs \$2,270,800 Additional Working Capital \$2,270,800 (Development Costs+Working Capital) / Retail \$F\$ \$1,500 Cash: Beg Belance Yr 1 \$170,100 Yr 2 \$378,400 Yr 3 \$510,860 Yr 3 \$510,860 Yr 6 \$1,229,789 Yr 6 \$1,239,827 Yr 8 \$1,635,502 Yr 9 \$1,229,789 Yr 9 \$1,200,000 High: \$0 | Flow \$206,220 \$131,541 \$138,511 \$133,945 \$133,945 \$123,675 \$127,622 \$123,675 \$661,296 \$881,008 \$569,347 | End Balance \$79,420 \$510,960 \$647,472 \$781,317 \$912,204 \$1,229,799 \$1,229,799 \$1,259,407 \$1,352,755 | Starting Moreth I Yr 1 Yr 2 Yr 3 Yr 4 Yr 5 Yr 6 Yr 6 Yr 7 Yr 8 Yr 9 Yr 10 Employtess Managetts) Full Time Part Time (20h) | Break Even Break Even \$3.955 \$4,539,574 \$4,539,539 \$4,735,054 \$5,44,262 \$5,480,012 \$5,084,126 \$5,084,126 \$5,004,126 \$5, | Sales: 1/1/09 Sales: Planned Sales: 95.96, 146 Sales: Planned Sales: 95.97, 1915 16 Sales: Sp. 1915 16 | % increase D% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% | Turns 2.35 2.26 2.48 2.51 2.56 2.77 | Sales Ratall Sales Foot Par Foot Par Foot Par Foot Scandard Scanda |
|---|---|---|---|---|---|--|---|--|
| Low: Avg: High: | | | | i i i | Flate: \$120,000 \$18 \$14 | | | 7 |
| Ration Y.1 Gross Margin Dollars with Branching Out Discount 43.2% 43.2% | ¥12% | 44.2% 44.2% | 12% 14.2% 14.2% | 14.2% 44.2% | Yr.9 44.2% | ¥4.2% | 14.2% 44.2% | 14.2% 21.2 |
| - • | 19.5% | 18.5% | 18.5% | 18.8% | 18.6% 11.5% | 19.7% | 19.7% | 19.7% |
| - | 12.4% | 2.4% | 2.4% | 2.4% | 25% | 256 | % 5 60 60 60 60 60 60 60 60 60 60 60 60 60 | 2.5% |
| | 5.6% | 5.6% | 5.6% | 5.5% | 55% | 51.48 | % 9 60 0 60 io | ည (၁ (၁) (၁) (၁) (၁) |
| का | 38.7% | 86.78 78.78 | 38.8% | 200 | 30.1% | 8 5 % S 0 0 S 0 0 S 0 0 | 2 C | 1 S |
| Net Operating Profit (Loss) 0.9% | 4.7% | 4.9% | 5,0% | 5.1% | 52% | 5.4% | 7.4% | 37 8% 7 4% |
| | 4.71 | 4.88 | 5. 25. | 5.1 61 | 5.25 | ол 168 | 0: 0 7 | 5.17 |
| | 2.02 | 20 | 22 | 2.04 | 204 | 9 5 | 5 g | 9 U |
| | 4.8% | 5.0% | 5,2% | 5.4% | 77 P.C.4 | 5.8% | 7.8% | 7.9% |
| | 143.277 | 164,710 | 187,085 | | 0.070 | | | |

ctober 1, 2007 Print9/15/2008 Page 2

| Sales Retail Turns Per Foot Per F 2,10 \$193,81 \$242 2,13 \$193,81 \$242 2,13 \$197,74 \$262 2,22 \$205,77 \$201,74 \$262 2,36 \$227,19 \$228,74 2,40 \$227,79 \$228,74 2,40 \$227,79 \$283,29 2,40 \$227,79 \$283,29 2,40 \$227,79 \$283,29 2,40 \$227,79 \$283,29 7/1 \$12,77 Yr 2 \$172,1 Yr 8 \$12,2 Yr 8 \$12,2 Yr 9 \$343,4 Yr 8 \$343,4 Yr 9 \$343,4 Yr | 1.55 1.54 1.53 7.2% 7.8% 11.5% | 6.59 6.53 8.35 6.18 5.98 6.74 5.51 5.18 | • | 0.6% 3.5% 3.6% 3.7% 3.6% 4.0% 4.1% 8.2% | 5.1% 5.1% 5.1% 5.1% 3.1% | 2.6% 2.8% 2.9% 2.9% 2.9% 2.9% 3.0% | 12.0% 12.1% 12.2% 12.3% 12.4% 12.5% 12.5% 12.7% | 20.8% 20.8% 20.8% 20.8% 21.0% 21.0% 21.0% 21.1% | 1 45.2% 45.5% 45.5% 45.5% 45.5% 45.5% 45.5% | Gross Margin Dollars 45.2% 45.5% 45.5% 45.5% 45.5% 45.5% 45.5% 45.5% 45.5% | YC1 Yr2 Yr3 Yr4 Yr5 Yr6 Yr7 Yr8 | | erus. | \$0 Part | \$5,000,000 Full Time 13 \$1 | Епріоуева | ** All springs are retained. | \$417,830 (\$22,030) \$395,800 Yr 10 7,804,777 | \$444,517 (\$11,024) \$439,593 Yr8 1,550,879 | \$417,565 \$27,081 \$444,617 77 1,303,532 | \$384,873 \$32,883 \$417,556 Yr6 1,143,030 | \$348,893 \$37,980 \$384,873 Yr 6 | 90000 904 842 750 4000,000 TO | Yr 3 8258 818 547 148 5258 518 Yr 2 575 818 | Yr1 \$198,100 \$11,828 \$209,728 Yr1 451,277 | , | \$5,130,880 \$5,793,384 2% 2.50 | Vr 9.7 1.14 1.15 1.15 1.15 1.15 1.15 1.15 1.15 | \$4,896,954 S5,458,236 D% 2.36 | \$0 Yr6 \$4,882,971 \$5,352,173 2% 2.31 | \$4,772,822 \$5,247,228 2% 2,26 | 71.7 %7.4 %7.4 %4.7 %5.4.4.4.4.4.3 %97.4.3.4 %97.4.3.4 %97.4.4.4.4.3 %97.4.4.4.4.4.3 %97.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4 | Y72 \$4,456,943 \$4,844,580 2% 2.13 | Yr) \$4,713,458 \$4,847,628 0% 2,10 | Planned Sales: % Increase Turns | Break Even | Bahari/Salifus Souther Feet 20,000 Starting Month Resalt Sales: 1/1/09 | |
|--|-----------------------------------|---|---|---|--------------------------|------------------------------------|---|---|---|--|---------------------------------|--|-------|----------|------------------------------|-----------|------------------------------|--|--|---|--|-----------------------------------|-------------------------------|---|--|---|---------------------------------|--|--------------------------------|---|---------------------------------|--|-------------------------------------|-------------------------------------|---------------------------------|------------|--|--|
| | | | | | | | | | | | Yr 8 | | | | | | | | | | | | | | | 7 | | | | | | | | | | - Index | | |

Note Plat Print11/19/2008 Print11/19/2008